

P From: DHARRIS --VAU0002A
To: CPURCELL--VUS0212A Clare Purcell
SPARRISH--VUS0212A Steven Parrish

Date and time 06/28/93 18:33:
JGOODHEA--VAU0002A Jan Goodheart
MWINOKUR--VUS0212A Matthew Winokur

From:
Subject: NO SUBJECT

To: Ms. Clare Purcell
From: Donald Harris
Date: June 28, 1993

Clare,

John's time in the region has thus far been most productive. In addition to specific activities in various markets, we have been able to keep all the companies going in the same direction as well as take advantage of some opportunities and respond to situations that otherwise, most probably, would have slipped through the cracks.

You will recall that the additional support I requested was to make up for an arrears balance to C&B that became known to me early in March. I am doing everything I can to keep the program going, manage the budget and work with John to see to it that the arrears is paid in full by year end. In this regard, dipping into the funds earmarked for Asia, to send a Malaysian consultant to the U.K., defeats one of my objectives. In the coming months, I plan to submit to you a list of project activities that the program has undertaken and accomplished and request that your funds pay PM Asia's share for those activities with direct reimbursement to C&B. PM Asia's funds will then be used for our share of the arrears.

Be assured I did not take our last conversation lightly. Within the program, we have built in a rather significant element for the "care and feeding" of regional consultants -- but, hopefully, in a way which provides us with some direct and immediate benefit within the region.

Specifically, we have plans for Perry and Leslie to come to Asia later in the summer, to visit 7-9 markets. They will meet with consultants in each market, and then, with the consultants, meet with government officials, on in-door and air quality issues and policies as well as discuss and share some of the materials that have been developed in the region and by the consultants. Perry and Leslie will, therefore, do the care and feeding, but also some practical training (showing the consultants how to deal with government officials), make some points (hopefully) that the consultants are unable or have been unwilling to make, as well as gather some intelligence directly from the government sources. Hopefully, all of this can be accomplished with clean hands -- John will not participate in the trip or in any of the meetings.

I hope this gives you a sense of what we are trying to do and how, and assures you -- somewhat -- that we are working to keep the consultants up to standard. I hope as well that you understand why I want to preserve every dollar you have set aside for us. "The problem" is not something I am comfortable living with and I really want to get it resolved fully and finally as quickly as possible.

2048771126

Incidentally, Hong Kong is in no way exempt from budget cuts. Several weeks ago, Corporate Affairs sustained its second reduction in this budget year (out of a total of three that have affected the region).

Do not hesitate to let me know if you have questions, concerns or want to discuss further of any of the above.

Best regards,

cc: Ms. Jan Goodheart
Mr. Steven Parrish
Mr. Matthew Winokur

2048771127